

D&B Business Information Report

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ATTN: **Lulgjuraj for Bowman**

Report Printed: AUG 08 2005
In Date

BUSINESS SUMMARY

MALCOLM PIRNIE, INC
104 Corporate Park Drive
White Plains, NY 10604

This is a **headquarters** location.
Branch(es) or division(s) exist.

D-U-N-S Number: 05-634-6539

Mailing address: PO Box 751
White Plains, NY 10602

D&B Rating: **5A2**
Financial strength: 5A is **\$50 million and over**.

Web site: www.redoakconsulting.com

Composite credit appraisal: 2 is **good**.

Telephone: 914 694-2100

D&B PAYDEX®:

Fax: 914 694-9286

12-Month D&B PAYDEX: 68
When weighted by dollar amount, payments to suppliers average 17 days beyond terms.

Chief executive: WILLIAM P DEE, HMN-CEO

Year started: 1895

Management control: 1939

Based on trade collected over last 12 months.

Employs: 1,400 (410 here)

Financial statement date: DEC 31 2004

Net worth F: \$63,332,000

History: CLEAR

Financial condition: GOOD

SIC: 8711
8731

Line of business: Engineering services

SUMMARY ANALYSIS

D&B Rating: **5A2**

Financial strength: 5A indicates **\$50 million and over**.

Composite credit appraisal: 2 is **good**.

The Rating was changed on August 27, 2004 because of changes in financial information, payment information, or other information about this business. This credit rating was assigned because of D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 05/27/94:

D&B Rating	Date Applied
5A2	08/27/04
5A1	11/12/03
5A2	08/13/03
5A1	08/04/03
5A2	10/27/01
5A1	10/31/00
5A2	09/15/00

4A1	12/06/99
4A2	07/06/99
4A1	05/27/94

The Summary Analysis section reflects information in D&B's file as of August 8, 2005.

CUSTOMER SERVICE

If you have questions about this report, please call our Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. If you are outside the U.S. contact your local D&B office.

*** Additional Decision Support Available ***

Additional D&B products, monitoring services and specialized investigations are available to help you evaluate this company or its industry. Call Dun & Bradstreet's Customer Resource Center at 1.800.234.3867 from anywhere within the U.S. or visit our website at www.dnb.com.

HISTORY

The following information was reported **08/26/2004**:

Officer(s): WILLIAM P DEE, HMN-CEO
 DANIEL R SHEVCHIK, CFO SEC TREA FIN
 JOHN BATTEN, V PRES
 JOHN STANKUNAS, V PRES
 JERRY FRIELING, VP CHAIRMAN
 DOUGLAS OWEN, V PRES

DIRECTOR(S): THE OFFICER(S)

No individual owns more than 7% of the capital stock.

Business started 1895 by others. Present control succeeded 1939. 100% of capital stock is owned by officers.

The corporation was organized in 1970 to succeed Malcolm Pirnie Engineers, a partnership in which Malcolm Pirnie Jr was a principal since 1939.

WILLIAM P DEE born 1948. Graduate of Manhattan College, BE 1970 ME 1972. OCCUPATIONAL BACKGROUND: 1970 to present employed by this business.

DANIEL R SHEVCHIK born 1942. 1964 graduated Lehigh University, BS degree in business administration. MBA 1976 University of Connecticut. Certified Public Accountant in New York State. OCCUPATIONAL BACKGROUND: 1964-70 employed by Arthur Andersen & Co, New York, NY. 1970 joined the company.

JOHN BATTEN born 1954. 1977 received BS degree in environmental sciences from American University. 1980 received AAS degree in waste water treatment from Northern Virginia Community College. 1993 received MPH degree in public health from New York Medical College. OCCUPATIONAL BACKGROUND: 1978-80 employed by Water Control Division of Arlington County, Arlington, VA. 1980 joined this business.

JOHN STANKUNAS born 1940. Graduate of Manhattan College, BS (civil engineering) 1963; Cooper Union School of Engineering, MS (applied mechanics) 1968. OCCUPATIONAL BACKGROUND: 1963-64 employed by Board of Water Supply, New York, NY. 1964-69 employed by Department of Water Resources, New York, NY. 1969 joined this business.

JERRY FRIELING born 1951. BS (Civil Engineering) 1973; University of Notre Dame. MS (Environmental Engineering) 1974; University of California, Berkeley. Professional Engineer (AZ). OCCUPATIONAL BACKGROUND: John S. Murk Engineers, Inc. (1983 to 1986). C.M. Engineering Associates Environmental Systems Division (1977 to 1983). Los Angeles County Sanitation District (1973 to 1977). 1986 joined this business.

DOUGLAS OWEN born 1957. AA (Mathematics) 1978; Miami University. BS (Civil Engineering) 1980; Purdue University. MS (Environmental Engineering) 1982; University of North Carolina at Chapel Hill. Professional Engineer (MI TX). OCCUPATIONAL BACKGROUND: University of North Carolina at Chapel Hill (1980 to 1982). City of Indianapolis Department of Public Works (1979 to 1980). 1982 joined this business.

CORPORATE FAMILY

Click below to buy a Business Information Report on that family member.
For an expanded, more current corporate family view, use D&B's Global Family Linkage product.

Branches (US):

Malcolm Pirnie, Inc	Birmingham, AL	DUNS # 94-198-3231
Malcolm Pirnie, Inc	Mobile, AL	DUNS # 13-586-8466
Malcolm Pirnie, Inc	Montgomery, AL	DUNS # 00-307-1649
Malcolm Pirnie, Inc	Phoenix, AZ	DUNS # 12-477-5552
Malcolm Pirnie, Inc	Tucson, AZ	DUNS # 18-253-1806
Malcolm Pirnie, Inc	Carlsbad, CA	DUNS # 61-422-9698
Malcolm Pirnie, Inc	Emeryville, CA	DUNS # 04-374-9360
Malcolm Pirnie, Inc	Lake Forest, CA	DUNS # 10-600-0982
Malcolm Pirnie, Inc	Oxnard, CA	DUNS # 84-702-2329
Malcolm Pirnie, Inc	Middletown, CT	DUNS # 61-785-7701
Malcolm Pirnie, Inc	Wilmington, DE	DUNS # 07-511-3907
Malcolm Pirnie, Inc	Fort Lauderdale, FL	DUNS # 94-832-9669
Malcolm Pirnie, Inc	Maitland, FL	DUNS # 14-744-6520
Malcolm Pirnie, Inc	Tampa, FL	DUNS # 94-198-3496
Malcolm Pirnie, Inc	Schaumburg, IL	DUNS # 13-446-5439
Malcolm Pirnie, Inc	Fort Wayne, IN	DUNS # 79-990-2168
Malcolm Pirnie, Inc	Indianapolis, IN	DUNS # 16-873-9894
Malcolm Pirnie, Inc	Baltimore, MD	DUNS # 13-446-5603
Malcolm Pirnie, Inc	Wakefield, MA	DUNS # 96-411-8699
Malcolm Pirnie, Inc	Detroit, MI	DUNS # 96-452-3989
Malcolm Pirnie, Inc	East Lansing, MI	DUNS # 61-499-1594
Malcolm Pirnie, Inc	Jackson, MS	DUNS # 61-806-9751
Malcolm Pirnie, Inc	Fair Lawn, NJ	DUNS # 08-550-0981
Malcolm Pirnie, Inc	Brooklyn, NY	DUNS # 87-802-2854
Malcolm Pirnie, Inc	East Elmhurst, NY	DUNS # 12-256-0787

This list is limited to the first 25 branches.
For the complete list, use D&B's Global Family Linkage product.

BUSINESS REGISTRATION

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL
SOURCE AS OF JUL 22 2005:

The following data is not an official record of the Department of State or the State of New York and Dun & Bradstreet
is not an employee or agent thereof.

Registered Name: MALCOLM PIRNIE, INC.

Business type: CORPORATION

Corporation type: PROFIT

Date incorporated: FEB 25 1921

State of incorporation: NEW YORK

Filing date: FEB 25 1921

Registration ID: 15811

Duration: PERPETUAL

Status: ACTIVE

Where filed: SECRETARY OF STATE/CORPORATION DIVISION, ALBANY, NY

Principals: WILLIAM P DEE, CHAIRMAN OF THE BOARD, 104 CORPORATE PARK DR; BOX 751, WHITE
PLAINS, NY, 106020751

OPERATIONS

08/26/2004

Description: Provides engineering services, specializing in consulting. Provides business consulting services.

Sells to commercial concerns and government.

Nonseasonal.

Employees: 1,400 which includes officer(s). 410 employed here.

Facilities: Rents 80,000 sq. ft. in four story steel building. Occupies space on all floors.

Location: Suburban business section on well traveled street. Situated in an office park section.

Branches: This business has multiple branches, detailed branch/division information is available in Dun & Bradstreet's linkage or family tree products.

SIC & NAICS

SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

87119903 Consulting engineer
87310302 Environmental research

NAICS:

541330 Engineering Services
541720 Research and Development in the Social Sciences and Humanities

D&B PAYDEX

The D&B PAYDEX is a unique, dollar weighted indicator of payment performance based on up to 198 payment experiences as reported to D&B by trade references.

3-Month D&B PAYDEX: 74

When weighted by dollar amount, payments to suppliers average 9 days beyond terms.

Based on trade collected over last 3 months.

12-Month D&B PAYDEX: 68

When weighted by dollar amount, payments to suppliers average 17 days beyond terms.

Based on trade collected over last 12 months.

When dollar amounts are not considered, then approximately 76% of the company's payments are within terms.

PAYMENT SUMMARY

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

Below is an overview of the company's dollar-weighted payments, segmented by its suppliers' primary industries:

	Total Rcv'd (#)	Total Dollar Amts (\$)	Largest High Credit (\$)	Within Terms (%)	Days Slow			
					<31	31-60	61-90	90>
Top industries:								
Telephone communictns	28	286,650	85,000	51	7	1	-	41
Nonclassified	13	93,500	70,000	100	-	-	-	-

Misc business credit	10	47,500	7,500	82	18	-	-	-
Misc equipment rental	6	30,750	7,500	73	27	-	-	-
Mfg photograph equip	4	503,000	500,000	100	-	-	-	-
Mfg computers	2	22,500	15,000	100	-	-	-	-
Mfg environment cntrl	1	100,000	100,000	-	-	50	50	-
Prepackaged software	1	75,000	75,000	100	-	-	-	-
Mfg process controls	1	40,000	40,000	50	50	-	-	-
Engineering services	1	30,000	30,000	50	-	-	-	50
OTHER INDUSTRIES	115	184,950	20,000	83	11	-	4	2

Other payment categories:

Cash experiences	3	150	50
Payment record unknown	9	2,150	500
Unfavorable comments	1	50	50

Placed for collections:

With D&B	1	100	
Other	2	N/A	
Total in D&B's file	198	1,416,300	500,000

The highest **Now Owes** on file is \$300,000

The highest **Past Due** on file is \$15,000

Dun & Bradstreet has 198 payment experiences in its file for this company. For your convenience, we have displayed 80 representative experiences in the PAYMENTS section.

PAYMENT DETAILS

Detailed payment history

Date Reported (mm/yy)	Paying Record	High Credit (\$)	Now Owes (\$)	Past Due (\$)	Selling Terms	Last Sale Within (months)
07/05	Ppt	15,000	0	0	1 10 N30	6-12 mos
	Ppt	7,500	0	0		6-12 mos
	Ppt	7,500	0	0		4-5 mos
	Ppt	5,000	2,500	0		1 mo
	Ppt	5,000	0	0		1 mo
	Ppt	5,000	2,500	0		1 mo
	Ppt	5,000	5,000	0		1 mo
	Ppt	5,000	2,500	0		1 mo
	Ppt	2,500	50	0	N30	1 mo
	Ppt	2,500	250	0		2-3 mos
	Ppt	2,500	100	0		1 mo
	Ppt	1,000	1,000	250		1 mo
	Ppt	1,000	100	0		1 mo
	Ppt	1,000	0	0	N30	2-3 mos
	Ppt	750	0	0		1 mo
	Ppt	750	0	0		6-12 mos
	Ppt	500	500	0	N30	1 mo
	Ppt	500	0	0		6-12 mos
	Ppt	500	100	0		1 mo
	Ppt	500	0	0		1 mo

06/05

Ppt	500	0	0	N30	4-5 mos
Ppt	250	250	0	1 10 N30	1 mo
Ppt	250	250	0		1 mo
Ppt	250	0	0	N30	6-12 mos
Ppt	100	0	0	N30	1 mo
Ppt	100	0	0	N30	1 mo
Ppt	100	0	0		2-3 mos
Ppt	50	50	0	N30	1 mo
Ppt	50	50	0		1 mo
Ppt	50	0	0	N30	6-12 mos
Ppt	50	0	0		6-12 mos
Ppt	50	0	0	N30	6-12 mos
Ppt	50	50	0		1 mo
Ppt	0	0	0		1 mo
Ppt-Slow 30	7,500	2,500	0		1 mo
Ppt-Slow 30	7,500	7,500	2,500		1 mo
Ppt-Slow 30	5,000	5,000	1,000	N30	1 mo
Ppt-Slow 30	5,000	5,000	1,000	N30	1 mo
Ppt-Slow 30	2,500	2,500	750		1 mo
Ppt-Slow 30	2,500	0	0	N10	4-5 mos
Ppt-Slow 30	1,000	0	0		6-12 mos
Ppt-Slow 30	750	500	500		2-3 mos
Ppt-Slow 30	500	500	0		1 mo
Ppt-Slow 30	500	0	0		2-3 mos
Ppt-Slow 30	250	250	100		1 mo
Ppt-Slow 30	100	100	50		1 mo
Ppt-Slow 90+	1,000	1,000	100		1 mo
Slow 30	750	50	50		1 mo
Slow 60	250	0			6-12 mos
Slow 90	1,000	0	0		4-5 mos
Ppt	80,000	70,000	0		1 mo
Ppt	20,000	1,000	0		1 mo
Ppt	10,000	0	0		1 mo
Ppt	2,500	0	0	N30	2-3 mos
Ppt	2,500	250		Lease Agreeemnt	
Ppt	1,000	1,000	0		1 mo
Ppt	750	100	0		1 mo
Ppt	500	0	0		6-12 mos
Ppt	250	250			1 mo
Ppt	250	250	0	N30	1 mo
Ppt	250	250			1 mo
Ppt	250	100	0	N30	1 mo
Ppt	100	100	0	N30	1 mo
Ppt	100	0	0	N30	1 mo
Ppt	50	0	0		6-12 mos
Ppt	50	50	0		1 mo
Ppt-Slow 15	40,000	1,000	0		1 mo
Ppt-Slow 30	500	0	0	N30	1 mo
Ppt-Slow 30	250	100	50		1 mo
Ppt-Slow 30	50	50	0		1 mo
Ppt-Slow 60	2,500	1,000	0		1 mo
Ppt-Slow 60	250	50	0		1 mo
Ppt-Slow 90	7,500	0	0		4-5 mos

03/05	Slow 180	500	500	500	1 mo
	Slow 30-180	50	50	50	
	(077)	50	50	50	
02/05	Credit refused.				
	(078)			100	
	Placed for collection.				
10/04	Slow 90-120	5,000	0	0	N30 6-12 mos
	Slow 150+	85,000	0	0	6-12 mos

Payments Detail Key: red = 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

STATEMENT UPDATE

05/11/2005

Fiscal statement dated DEC 31 2004:

Assets		Liabilities	
Cash	8,850,000	Accts Pay	20,938,000
Accts Rec	57,364,000	Notes Pay	5,114,000
Unbilled Costs & Fees From Services	44,786,000	Advance Billings	5,305,000
Prepaid	1,864,000	Accruals	28,015,000
Curr Assets	\$112,864,000	Curr Liabs	\$59,372,000
Fixt & Equip	19,378,000	L.T. Liab-Other	11,711,000
Deposits	2,173,000	COMMON STOCK	22,000
		Capital In Excess Of Par Value	31,371,000
		RETAINED EARNINGS	42,273,000
		Notes Receivable - Common Stock	(10,334,000)
Total Assets	\$134,415,000	Total	\$134,415,000

Prepared from statement(s) by Accountant: Ernst & Young LLP.

ACCOUNTANT'S OPINION

"A review of the accountant's opinion indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications."

FINANCE

08/26/2004

Two-year statement comparative:

	Fiscal Dec 31 2001	Fiscal Dec 31 2002
Current Assets	95,185,000	101,953,000
Current Liabs	46,691,000	55,371,000
Current Ratio	2.04	1.84
Working Capital	48,494,000	46,582,000
Other Assets	21,205,000	21,850,000

Net Worth	65,173,000	53,245,000
Sales	215,491,000	225,122,000
Long Term Liab	4,526,000	15,187,000

Fiscal statement dated DEC 31 2003:

Assets		Liabilities	
Cash	7,354,000	Accts Pay	14,478,000
Accts Rec	54,390,000	Notes Pay	5,317,000
Unbilled Costs	42,294,000	Advance Billings	5,035,000
Prepaid	1,592,000	Accruals	29,442,000
Curr Assets	\$105,630,000	Curr Liabs	\$54,272,000
Fixt & Equip	19,155,000	L.T. Liab-Other	12,334,000
Deposits	1,232,000	EQUITY	59,411,000
Total Assets	\$126,017,000	Total	\$126,017,000

Accountant: Ernst & Young LLP. Extent of audit, if any, not indicated.

On July 30, 2004, Frank Lulgjuraj, Manager, confirmed company name, address, principals and operational information using Dun & Bradstreet's Internet-based update method (eUpdate) at www.dnb.com.

KEY BUSINESS RATIOS

Statement date: DEC 31 2004
Based on this number of establishments: 14

Firm		Industry Median	
Return of Sales:	UN	Return of Sales:	2.2
Current Ratio:	1.9	Current Ratio:	1.9
Assets / Sales:	UN	Assets / Sales:	59.2
Total Liability / Net Worth:	112.2	Total Liability / Net Worth:	144.7

UN = Unavailable

BANKING

06/05 Account maintained.

BANKS: Bank of New York, White Plains, NY; Chase Bank, White Plains, NY

PUBLIC FILINGS

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

LIENS

A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

Amount: \$1,331
Status: Released
BOOK/PAGE: 80/226048
Type: State Tax
Filed by: STATE OF MISSISSIPPI
Against: MALCOLM PIRNIE INC
Where filed: HINDS COUNTY CIRCUIT COURT, JACKSON, MS
Date status attained: 11/29/2001
Date filed: 10/18/2001

Latest Info Received: 01/18/2002

UCC FILINGS

Collateral: Computer equipment
Type: Original
Sec. party: BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0506285584154
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 06/28/2005
Latest Info Received: 07/09/2005

Collateral: Equipment
Type: Original
Sec. party: BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0506075505469
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 06/07/2005
Latest Info Received: 06/24/2005

Collateral: Equipment
Type: Original
Sec. party: BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0505255464152
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 05/25/2005
Latest Info Received: 06/01/2005

Collateral: Computer equipment
Type: Original
Sec. party: BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0505065400920
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 05/06/2005
Latest Info Received: 05/25/2005

Collateral: Computer equipment
Type: Original
Sec. party: BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0505025382554
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 05/02/2005
Latest Info Received: 05/21/2005

Collateral: Computer equipment
Type: Original
Sec. party: BAL GLOBAL FINANCE, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0504065297066
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 04/06/2005
Latest Info Received: 04/20/2005

Collateral: Computer equipment
Type: Original
Sec. party: BAL GLOBAL FINANCE, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.

Filing number: 0503145213584
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY
Date filed: 03/14/2005
Latest Info Received: 03/22/2005

Collateral: Computer equipment
Type: Original
Sec. party: BAL GLOBAL FINANCE, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0502235153925
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 02/23/2005
Latest Info Received: 02/28/2005

Collateral: Computer equipment - CONTRACT 002-2126633-000
Type: Original
Sec. party: FLEET BUSINESS CREDIT, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0502075107796
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 02/07/2005
Latest Info Received: 02/11/2005

Collateral: Computer equipment
Type: Original
Sec. party: FLEET BUSINESS CREDIT, LLC, TROY, MI
Debtor: MALCOLM PIRNIE, INC.
Filing number: 0501275076915
Filed with: SECRETARY OF STATE/UCC DIVISION, ALBANY, NY

Date filed: 01/27/2005
Latest Info Received: 02/03/2005

There are additional UCC's in D&B's file on this company available by contacting 1-800-234-3867.

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

GOVERNMENT ACTIVITY

Activity summary

Borrower (Dir/Guar):	NO
Administrative debt:	NO
Contractor:	YES
Grantee:	NO
Party excluded from federal program(s):	NO

Possible candidate for socio-economic program consideration

Labor surplus area:	N/A
Small Business:	N/A
8(A) firm:	N/A

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.
